

In Good Taste

UPDATE FROM NCDA&CS FOOD DISTRIBUTION DIVISION
Fall 2007



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Director's Message...



Welcome back to everyone! School is in session, football season has started, the leaves are starting to change and the NC State Fair is just around the corner. This is my favorite time of year. We here at Food Distribution are busy delivering food to your schools. We are planning our March Across Carolina event in November; and we will soon start preparing to begin the ordering process for the 2008-09 school year.

We send a special THANKS to Commissioner Troxler for helping us work through several issues we recently encountered with the federal Department of Defense and our NC Farm to School Program operations. We would not have been able to continue our partnership in this beneficial program without his assistance.

I hope to see all of you at March Across Carolina.

Gary W. Gay

USDA Commodity Outlook

By Gary Gay

The delivery trucks are rolling into our warehouses signaling the beginning of another busy school year for NCDA&CS Food Distribution. Protein items, including poultry, beef, pork and cheese have undergone a significant price increase due to increased feed prices. When CND's ordered these USDA items in ECOS as a state, in March 2007, the cost was \$10 million dollars. Due to the price increases, that value is now \$14 million dollars, a \$4 million dollar increase. We have addressed our concerns to USDA and they have advised us to monitor the situation as we move through the year.

The following are some highlights of what you can expect for this school year:

Unfortunately, pineapple tidbits and chunks were cancelled back in the summer. USDA has informed us a portion of A345 sliced apples will be put on invitation for bid. Dependant on the pricing, we may see North Carolina's six truckloads reduced. Applesauce may also be affected if apple prices rise drastically. If sliced apples and applesauce get reduced due to bid prices, it will be reflected on your November 209 Report.

Clingstone peach crop is up from a year ago. USDA informs us there are sufficient quantities available to meet the state's request for clingstone peaches.



This year's apricot crop rebounded tremendously, in comparison to last year's record low yield. Look for frozen and canned apricot deliveries this fall. Bartlett pears are expected to plentiful this year also.

The Agricultural Marketing Service (AMS) is working with the catfish industry to develop a plan to effectively remove all bones from the catfish strips. USDA is intent on deliveries of catfish strips to begin after the first of the year.

USDA mozzarella cheese price has increased dramatically. When the bids went out for the school year for mozzarella, no vendors returned a bid due to high prices. One reason for the high price is that corn is in high demand now with ethanol production. Corn is the major component in cattle feed and feed prices have soared for the farmer, and so this is passed on to the consumer. FDD and the Farm Service Agency (FSA) have been actively working together with cheese vendors and national processors and have obtained additional capacity to fill most of the mozzarella cheese orders for schools. They determined in order to get commodity cheese and maximize their buying power, they need to enter the market when they can be competitive and, to that end, have begun to change their purchase cycle to a calendar year basis. States were recently asked to submit estimated projected orders for SY2008/09 as a basis for long-term cheese contract.

USDA Commodity Fact Sheets

Please note that all of the newly updated fact sheets will now include the 4-digit USDA Commodity Code. In addition, USA added food safety guidance and expanded the nutrient data that are key to planning healthy school meals that support the Dietary Guidelines and My Pyramid recommendations.

For each "Food Category," you will be able to view and print individual fact sheets or all fact sheets that are arranged either alphabetically by commodity title or numerically by commodity code.

The following are navigation tips for viewing Commodity Fact Sheets:



USDA/FD Programs Website: Navigation Tips for NSLP Commodity Fact Sheets

[\(www.fns.usda.gov/fdd/schfacts/\)](http://www.fns.usda.gov/fdd/schfacts/)

Here you will find navigation tips for locating and viewing the newly formatted and updated commodity fact sheets for Schools and Institutions. You will have the option of viewing and printing either all or individual fact sheets for each food category, i.e., Grains/Breads, Meat/Meat Alternates, Other Foods, and Vegetables/Fruits.



The Fact Sheet Files: The files are provided in four different options so you can choose how you want to display and print the fact sheets. All of the files are grouped by food category. See options below:

1. All Fact Sheets Alphabetically – All of the fact sheets for each food category in one Adobe .PDF file arranged alphabetically by commodity title.
2. All Fact Sheets Numerically – All of the fact sheets for each food category in one Adobe .PDF file arranged numerically by commodity code.
3. Single Fact Sheets Alphabetically – Individual printable fact sheets arranged alphabetically by commodity title. The fact sheets are grouped by food category and listed on a corresponding table of contents where you can view and print a fact sheet directly from that table of contents.
4. Single Fact Sheets Numerically – Individual printable fact sheets arranged numerically by commodity title. The fact sheets are grouped by food category and listed on a corresponding table of contents where you can view and print a fact sheet directly from that table of contents.



Saving the Fact Sheets: Any or all of the four fact sheet files can be saved to your computer by using the File / Save As button in your Adobe Reader. Also, if the Adobe software freezes at anytime, click on the Refresh button on the top tool bar.



Locating a fact sheet. The fact sheets have been arranged in the files listed above to allow maximum flexibility in their use and printing. You will have the option of viewing the fact sheets for each option either alphabetically by commodity title or numerically by commodity code.

Bookmarks: When you open the "All Fact Sheets" file in the Adobe Reader, look for the Bookmarks tab on the left side. By clicking on the Bookmarks tab, you will notice that the fact sheets are indexed either alphabetically or numerically to allow you to quickly find a specific fact sheet in the file. The Bookmarks tab is similar to a table of contents and will list all of the fact sheets in that file. Clicking on the appropriate Bookmark will take you directly to the specific page in the file containing that fact sheet.



Alternative Fact Sheet Searching Tools: To quickly find a specific fact sheet containing a specific commodity title, code, or ingredient, you can use the Adobe Search Engine. By clicking on the binocular button located in the top tool bar, you will be able to search for a key word or phrase in the file (e.g., Chicken Patties). Or you can scroll through the file page-by-page by clicking on the page identifier which appears at the bottom of each Adobe window (see the "Previous Page" arrow or and the "Next Page" arrow).



Printing the fact sheets: The "All Fact Sheets" choices will allow you to print the entire set of fact sheets for each food category. Or you can print an individual fact sheet only by using the "Adobe File/Print" option to specify the page numbers for that fact sheet in the "Print Range" dialog box. On the other hand, the "Single Fact Sheets" files will allow you to print individual fact sheets only by clicking on a specific fact sheet listed on the appropriate table of contents.



Update on the NC Farm to School Program

By Ted Fogleman

As reported in our last issue of In Good Taste, DOD has chosen a prime vendor for North Carolina to handle all fresh fruit and vegetable procurement through DOD. Some obstacles arose with this concept, but after much discussion with all interested parties these obstacles were resolved. We are pleased the DOD fresh produce programs (Farm to School, Snack, and Fruit & Vegetable Co-Op) will continue to operate in North Carolina. Food Distribution will be a partner and continue to provide a service to schools in this state that chooses to participate in the program.

2007 Strawberry Farm-to-School Contest

By Bob Sitton

Eight school systems participated in the School Strawberry Display Contest.

Congratulations go to New Hanover County Schools, Trask Middle School in Wilmington, NC. The manager is Ms. Gloria Day, who won first place and \$500.00 for her school system.

Other entrees include the following with our appreciation for their participation:

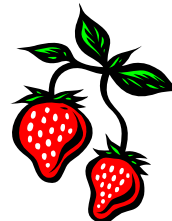
Rockingham County: Douglas Elementary School, Central Elementary School, McMichael High School, and Moss Street Elementary.

Currituck County Schools: Currituck County High School

Craven County Schools: HJ McDonald Middle School

Anson County Schools: Anson High School

New Hanover County Schools: Trask Middle School



A total of fifteen different school systems sent in their orders for the 2007 season by June 1, 2007. This automatically qualified them for the cash drawing. The winners are as follows:

- 1st Place and \$250.00 Edenton Chowan Schools Child Nutrition, Edenton, NC
- 2nd Place and \$150.00 Anson County Schools Child Nutrition, Wadesboro, NC
- 3rd Place and \$100.00 Currituck County Child Nutrition, Currituck, NC

Thanks to all the schools who participated! Be sure to watch for future contests.



Are you ready for some “seriously twisted fun”?

Then you should plan on attending the 2007 State Fair, October 12 - 21. Be sure to stop by the “Our Land / Our Legacy” Exhibit just inside Gate 11 and see your association hard at work. SNA of NC and NCDA&CS Food Distribution Division have partnered to have an educational exhibit. We will have a serving line displaying a school lunch, as well as fresh fruits and vegetables from the Farm to School Program. The exhibit will be staffed by association members and Food Distribution staff, who will educate fair goers on today’s school lunch and how the Farm to School Program supports NC farmers while providing wonderful NC grown fruits and vegetables for school lunch.

2007 Fall Conference

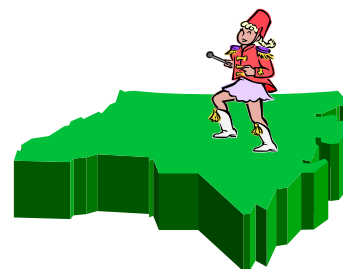
By Ted Fogleman

NCDA&CS Food Distribution Division will be participating in the 2007 Fall Conference for Child Nutrition Programs for directors and supervisors. The conference, sponsored by the North Carolina Department of Public Instruction Child Nutrition Services Section, is scheduled for October 24-26 at the Sheraton Imperial Hotel and Convention Center in Research Triangle Park, N.C.

Commissioner Steve Troxler is scheduled to speak at lunch on Thursday. He will be followed by Cathie McCullough, Director of Food Distribution Division, USDA. Ms McCullough will bring a commodity update.

March Across Carolina

The *2007 March Across Carolina* is almost here. We have been busy receiving pre-registration forms - if you have not sent yours in make sure to get it in soon. The dates and locations are listed below:



Tuesday, November 6, 2007 - Riverfront Convention Center, New Bern, NC

Wednesday, November 7 2007 - Dorton Arena, NC State Fairgrounds, Raleigh, NC

Thursday, November 8, 2007 - Hickory Metro Convention Center, Hickory, NC

Registration: 9:00 – 9:30

Training Session: 9:30 – 10:00

Food Show: 10:00 – 1:00

Plan to attend this commodity processing show to learn what's new in processing. All of the items featured on the State Processing Bid will be featured and available for sampling.

The NCDA&CS-FDD staff looks forward to seeing you there!

Welcome New Child Nutrition Administrators

Ms. Lynette Vaughn-Hensley

Ms. Donna Bartley

Ms. Carol Sykes

Mr. Michael Wallin

Ms. Elkie Boyd

Ms. Imer Smith

Mr. Craig Lowry

Mr. Richard Jacobs

Buncombe County Schools

Columbus County Schools

Dare County Schools

Madison County Schools

Mt. Airy City Schools

New Hanover County Schools

Robeson County Schools

Scotland County Schools

Please join us in welcoming these Child Nutrition Professionals to their new positions. We look forward for the opportunity to assist each one as they settle into their respective counties.

We will be including this welcome section in future editions of "In Good Taste". If we have overlooked you in this edition, please contact us to ensure we were notified of the change and we will see that you make the Winter edition of our newsletter.



National School Lunch Week

October 15-19, 2007

“Vote for School Lunch”



2007 Best Practice Awards

By Bob Sitton

The Southeast Regional Office of USDA, Food Nutrition Services announced winners of the fifteenth annual “Best Practice Awards” in the National School Lunch Program (NSLP) and the School Breakfast Program (SBP).

Promoting a Healthy School Environment, Small SFA Category

Stanly County Schools, Albemarle, North Carolina: Recognized for implementation of a comprehensive plan dedicated to the health and fitness of school staff, students and the greater community.

Stanly County implemented changes for a healthier menu and restricted vending items. Healthier choices have even been added for after school hour’s activities. Physical activity and targeted nutrition education for different ages will improve and influence children for healthier lifestyle. Healthier fund raising options are being used.

Creative Utilization of Commodities, Small SFA Category

Union County Schools, Monroe, North Carolina: Recognized for ongoing efforts to efficiently using USDA Commodities in their menus.

Creative menus and constant evaluation of student preferences have helped to keep plate costs down while increasing the variety of menu items. Union County also utilizes commodities by processing raw and participating in the farm-to-school program along with purchasing products through the Department of Defense. As a result a great deal of money has been saved on different products.

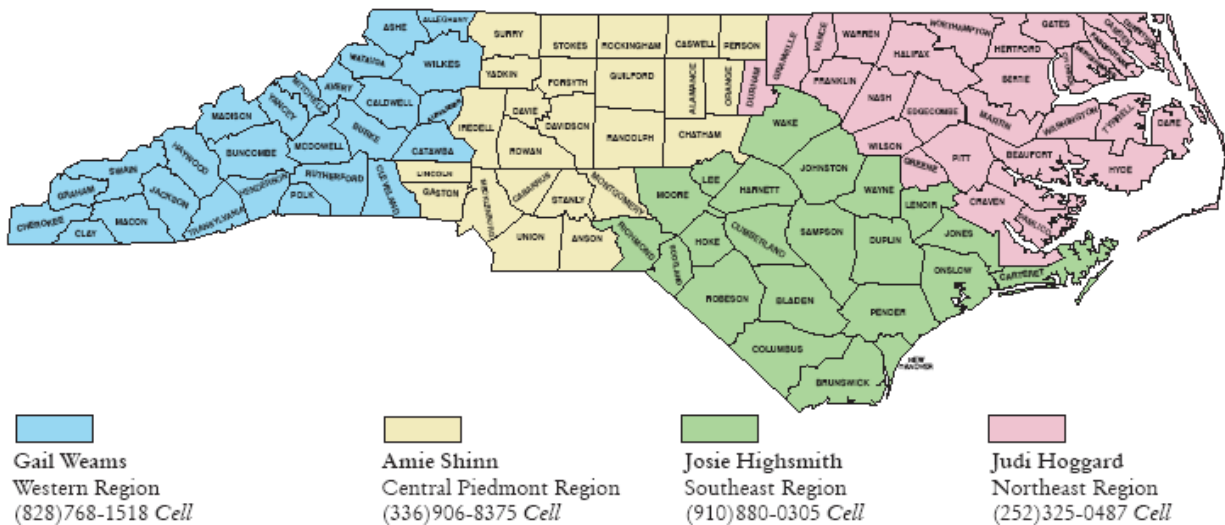
Congratulations to Stanly and Union County Schools!

New Contact Numbers

By Bob Sitton

Your respective Field Representative is now easier than ever to contact. As they are traveling each day visiting with their Recipient Agencies, phone tag was often the mode of communication. Each Field Representative has been issued a cell phone in place of their old pagers. Their new business cards will be included with your October 209 Report. Their number and territories are shown below.

NCDA&CS Food Distribution Division Field Representative Map by Territory



Butner Warehouse: (919)575-4490
Toll Free: (888)498-3449
Salisbury Warehouse: (704)639-7535

Bob Sitton
Administrator for Field Services

Commodity Processing Pointers

By Lonnie McMillan

We have had numerous questions concerning accountability and tracking USDA commodities. Please note – in both ECOS and the state system, fiscal years are “stand alone” and amounts do not carry over from one year to the next. Beginning Entitlements will frequently fluctuate through-out the year as USDA informs us of increases and/or deductions. Sometimes the updated information is not available in time for the monthly printing of 209’s and will be reflected on the next month’s 209 report.

Additionally, the \$\$ values on the 209 report and ECOS will not always match exactly. You should always use the 209 as your “official” tracking mechanism – remember, use ECOS to ESTIMATE, the 209 for actual figures. (There’s a note regarding this issue on the last page of your 209 in the event you need an explanation for auditors, etc.)

When accounting for further processing of USDA commodities, it is imperative you keep track of all pounds diverted to a processor on your behalf. This can be accomplished by utilizing the (EPDS) End Product Data Schedule. The EPDS will give you a breakdown of how many pounds and value per pound of donated foods contained in each finished case. It is the responsibility of the CND to ensure they receive credit for the commodity value associated with each commodity. There are several methods used and are explained below:

- The Net Off Invoice system allows distributors to sell end products to eligible recipients at a discount and submit a refund application for the contract value of the donated food contained in each case to the processor. Under the approved Net Off Invoice system, the distributor does not submit a physical refund application, but rather deducts any eligible discount from the invoice received from the processor.
- Net Off Invoice, value pass through (VPT), under the Net Off Invoice system a processor sells identical commodity and commercial product to its distributors at a gross commercial price of \$30 per case. For example; the value of donated food contained in one case of finished end product in this example is \$10. The distributor can then sell that product to any of its customers. However, if the distributor sells the product to an eligible recipient agency that has raw commodity book inventory with the processor, then the distributor would sell the product at a discounted price based on the value of the donated food contained in the finished case, or in this instance \$20, plus the distributor’s delivery fee. The distributor then deducts the value of the donated food (\$10) from the gross commercial price (\$30) shown on the processor’s invoice to the distributor and remits the balance due to the processor.

Processed end products can only be sold at a discount if the processor has an approved end product data schedule on file with the State agency (NCDA). Before a processor is allowed to draw down inventory, the processor must verify that the customer is an eligible recipient agency, of NCDA/FDD school lunch program.

Any questions concerning processing issues please contact:

Tysa Sherard, USDA Processing Specialist, with NCDA&CS/FDD @ (919) 575-4490 ext (211) or e-mail (tysa.sherard@ncmail.net).

Statewide Bid Update

By Tysha Sherard

The Statewide Bid Committee met in Greensboro to write specifications for beef and cheese products. The end products selected were; 50% cheese blend –cheese stuffed breadsticks, 100% mozzarella – cheese stuffed breadsticks, reduced fat macaroni and cheese, beef patties, beef tacos, meatballs, and spaghetti sauce. These specifications were later sent to beef and cheese processors.



On August 9th and 10th, several beef and cheese processors attended a Pre-Bid meeting that was held in Charlotte. This was an opportunity for each processor, along with their R&D team, to show their products that closely met specifications. This also allowed the committee to ask any questions they may have about the products shown and to finalize their specifications.

Currently, the committee is requesting samples to be sent to their schools for testing. Testing will be conducted in elementary, middle, and high schools. Products tested will have to pass with 80%, or greater, to be approved for the statewide bid. All testing is to be completed by December 31. We have asked the processors to have these products available at the March Across the Carolinas, which is from November 6-8.

This will be a great opportunity for those of you interested in participating in the statewide bid for school year 2008-2009, to see and taste these products during the 2007 March Across Carolina Conference.



Commodity Trivia

Answer the question correctly, submit the correct answer with your name, school system, telephone number to NCDA&CS Food Distribution, or you may email your answer to Bob.Sitton@ncmail.net. We will have a drawing for one of our famous “trucks.” Watch for the winner and our next round of Trivia, in the next issue of “In Good Taste.” Good luck!

The trivia question for this Fall Issue is:

NCDA&CS Food Distribution Division is scheduled to receive approximately _____ truckloads of inbound USDA commodities, from September 2007 through April 2008.

- A. 350
- B. 415
- C. 575
- D. 625



Entries must be received by **October 19, 2007** in order to announce the winner during the Fall Conference.

N.C. Food Distribution Advisory Council

Welcome to the new members which are as follows:

Cindy Hobbs	Charlotte/Mecklenburg
Jeanne Ellington	Lee County Schools
Pam Smith	Lenoir County Schools
Allison Francis	Stanly County Schools
Diane Shuler	Swain County Schools
Valerie Green	Warren County Schools

Active Membership List

<u>Name and Address</u>	<u>Position</u>	<u>Term of Office</u>
(828) 697-4994 (828) 697-4738 Fax Ms. Christina Dodd Henderson County Public Schools 414 4 th Avenue West Hendersonville, NC 28739-4261 045-00-000 PES E-mail: cdodd@henderson.k12.nc.us	Child Nutrition Director	July 1, 2005-June 30, 2008
(252) 426-5741 (252) 426-4913 Fax Ms. Donna Harris Perquimans County Schools P.O. Box 337 Hertford, NC 27944-0337 072-00-000 PES E-mail: dharris@pcs.k12.nc.us	Child Nutrition Director	July 1, 2005-June 30, 2008
(252) 482-4436 (252) 482-7309 Fax Ms. Karen Tynch Edenton-Chowan Schools P.O. Box 206 Edenton, NC 27932-0206 021-00-000 PES E-mail: ktynch@ecps.k12.nc.us	Food Service Director	July 1, 2005-June 30, 2008

(336) 570-6080 (336) 570-6680 Fax Ms. Sallie Ange Alamance-Burlington School System 1712 Vaughn Road Burlington, NC 27217-2916 001-00-000 PES E-mail: Sallie_Ange@ABSS.k12.nc.us	Child Nutrition Director	July 1, 2006-June 30, 2009
(704) 873-2175 (704) 873-5640 Fax Ms. Trish Campbell Iredell-Statesville Schools 1147 Salisbury Road Statesville, NC 28625-6296 049-00-000 PES E-mail: trishcampbell@iss.k12.nc.us	Child Nutrition Director	July 1, 2006-June 30, 2009
(336) 599-2191 (336) 599-2194 Fax Ms. Lyn D. Holt Person County Schools 304 South Morgan Street, Room 25 Roxboro, NC 27573-5245 073-00-000 PES E-mail: holti@person.k12.nc.us	Child Nutrition Director	July 1, 2006-June 30, 2009
(910) 576-6511 (910) 576-2044 Fax Ms. Lois Hood Montgomery County Schools P.O. Box 427 Troy, NC 27371-0427 062-00-000 PES E-mail: lhood@montgomery.k12.nc.us	Child Nutrition Director	July 1, 2006-June 30, 2009
(828) 439-4317 (828) 439-4481 Ms. Crystal Smith-Cooper Burke County Schools P.O. Drawer 989 Morganton, NC 28680-0989 012-00-000 PES E-mail: cscooper@burke.k12.nc.us	Child Nutrition Director	July 1, 2006-June 30, 2009
(910) 253-2871 (910) 253-2876 Fax Ms. Tina Ward Brunswick County Schools 35 Referendum Drive N.E. Bolivia, NC 28422-0108 010-00-000 PES E-mail: tward@bcswan.net	Child Nutrition Director	July 1, 2006-June 30, 2009

(252) 534-1371 (252) 534-4631 Fax Ms. Carolyn Williams Northampton County Schools P.O. Box 158 Jackson, NC 27845-0158 066-00-000 PES E-mail: williamsc@northampton.k12.nc.us	Child Nutrition Director	July 1, 2006-June 30, 2009
(919) 774-6226 (919) 776-4954 Ms. Jeanne Ellington Lee County Schools P.O. Box 1010 Sanford, NC 27331-1010 053-00-000 PES E-mail: jellington@lee.k12.nc.us	Child Nutrition Director	July 1, 2007-June 30, 2010
(704) 983-5151 (704) 986-6694 Ms. Alison Francis Stanly County Schools 1000-4 N 1 st Street Albemarle, NC 28001-0220 084-00-000 PES E-mail: Alison_Francis@scs.k12.nc.us	Child Nutrition Director	July 1, 2007-June 30, 2010
(252) 257-3184 (252) 257-5357 Ms. Valerie Green Warren County Schools P.O. Box 110 Warrenton, NC 27589-0110 093-00-000 PES E-mail: ygreen@wcsk12.com	Child Nutrition Director	July 1, 2007-June 30, 2010
(980) 343-6041 (980) 343-6045 Ms. Cindy Hobbs Charlotte/Mecklenburg County Schools 3301 Stafford Drive Charlotte, NC 28208 060-00-000 PES E-mail: c.hobbs@cms.k12.nc.us	Child Nutrition Director	July 1, 2007-June 30, 2010
(828) 488-3129 (828) 488-8477 Ms. Diane Shuler Swain County Schools 245 School Drive Bryson City, NC 28713 087-00-000 PES E-mail: diane.shuler@email.swaincountyschools.org	School Food Service	July 1, 2007-June 30, 2010

(252) 527-1109
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In Good Taste is printed by the North Carolina Department of Agriculture & Consumer Services
Food Distribution Division, 2582 West Lyon Station Road, Creedmoor, NC 27522

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